A6326-1
12/5/88

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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METAL TREATING INDUSTRY SHOWS CONTINUED GROWTH WITH 6.7% SALES INCREASE OVER OCTOBER 1987

October 1988 billings totaled $49.4 million, well above those for October 1987 which reached $46.3 million.

The year to date has remained well ahead of 1987. Through October 1988 billings are $472.7 million, up 11.2% over the total for this period in 1987 when commercial heat treaters recorded $425.1 million in sales.

Eight MTI districts topped their sales total for October 1987 and for 1987 taken as a whole.

A summary of percentage change by geographic regions follows:

	District	Oct 88 vs. Oct 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	-13.4	- 2.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	0.9	9.9
3	South Central (W.PA-OH-IN-KY)	6.1	10.0
4	Michigan	7.1	7.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	19.5	13.0
6	North Central (IL-WI-MN-MO-IA)	6.3	13.6
7	Pacific Coast (CA-AZ-ORE-WASH)	4.9	5.3
8	Southwest (TX-OK-AR-CO-LA-UT)	19.4	38.4
9	Canada	17.7	18.2

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1988

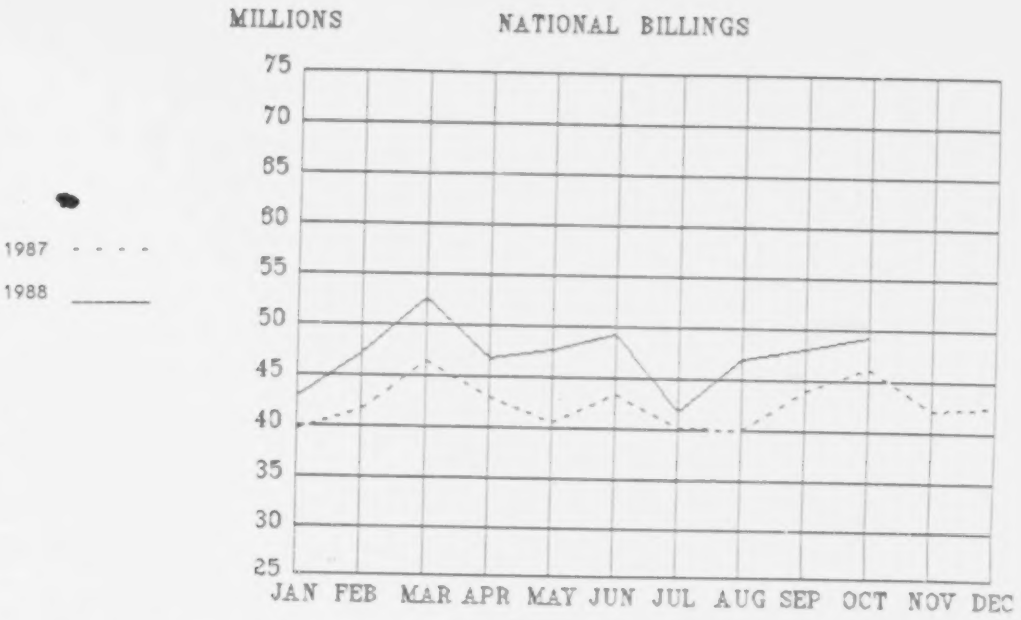
BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	343	46291.8	49371.7	6.7	100.0	100.0
Dist. 1	21	3583.4	3102.9	-13.4	7.7	6.3
Dist. 2	42	4754.5	4798.3	0.9	10.3	9.7
Dist. 3	67	7907.9	8392.2	6.1	17.1	17.0
Dist. 4	34	6497.1	6955.6	7.1	14.0	14.1
Dist. 5	29	2372.8	2835.0	19.5	5.1	5.7
Dist. 6	52	8187.4	8701.8	6.3	17.7	17.6
Dist. 7	39	5852.1	6137.3	4.9	12.6	12.4
Dist. 8	27	2923.2	3490.7	19.4	6.3	7.1
Dist. 9	22	4213.4	4957.8	17.7	9.1	10.0
Foreign	10					

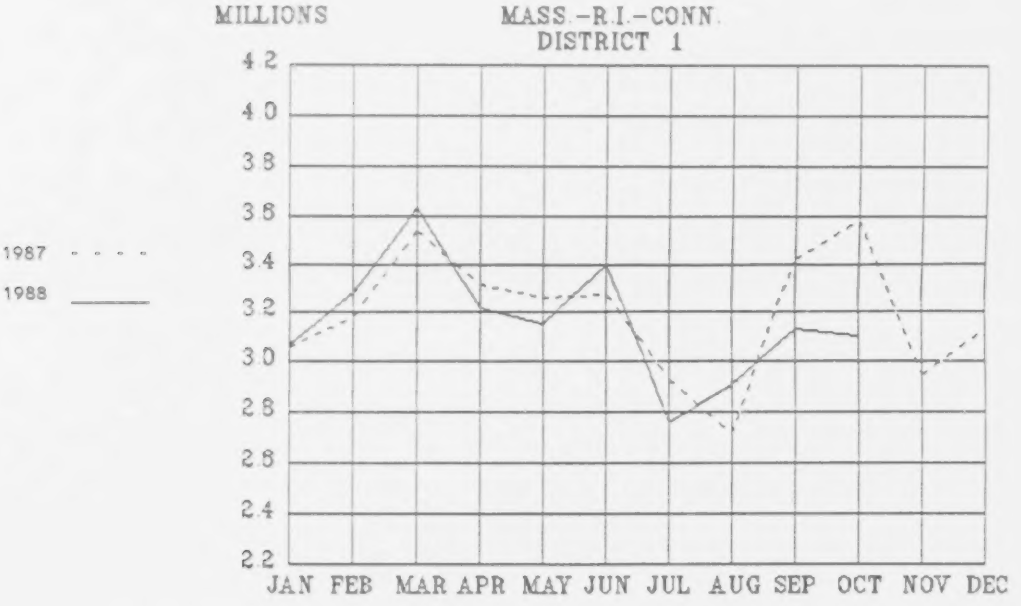
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	425124.6	472685.3	11.2	100.0	100.0
Dist. 1	32260.3	31630.6	- 2.0	7.6	6.7
Dist. 2	42654.3	46873.1	9.9	10.0	9.9
Dist. 3	73158.1	80480.2	10.0	17.2	17.0
Dist. 4	58404.9	62573.1	7.1	13.7	13.2
Dist. 5	23477.2	26526.7	13.0	5.5	5.6
Dist. 6	75710.5	85974.5	13.6	17.8	18.2
Dist. 7	57330.2	60357.7	5.3	13.5	12.8
Dist. 8	23899.5	33066.1	38.4	5.6	7.0
Dist. 9	38229.7	45202.9	18.2	9.0	9.6

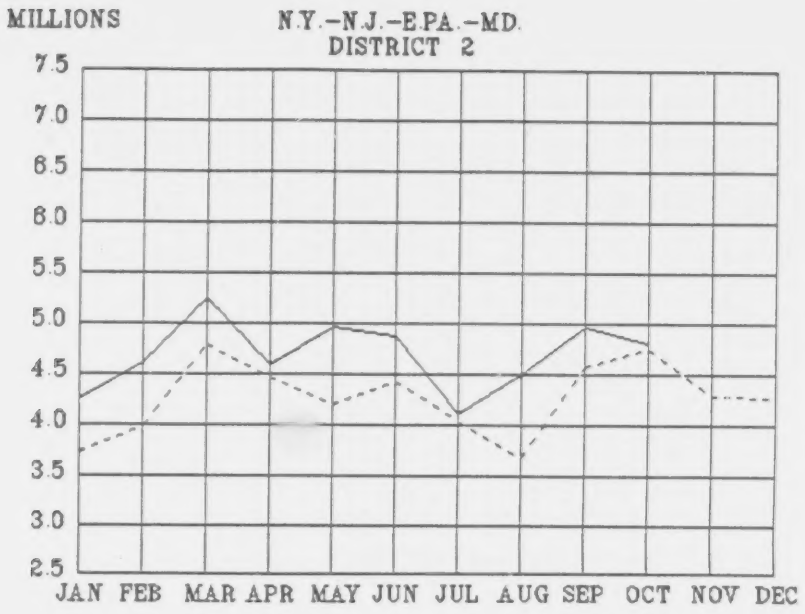
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88



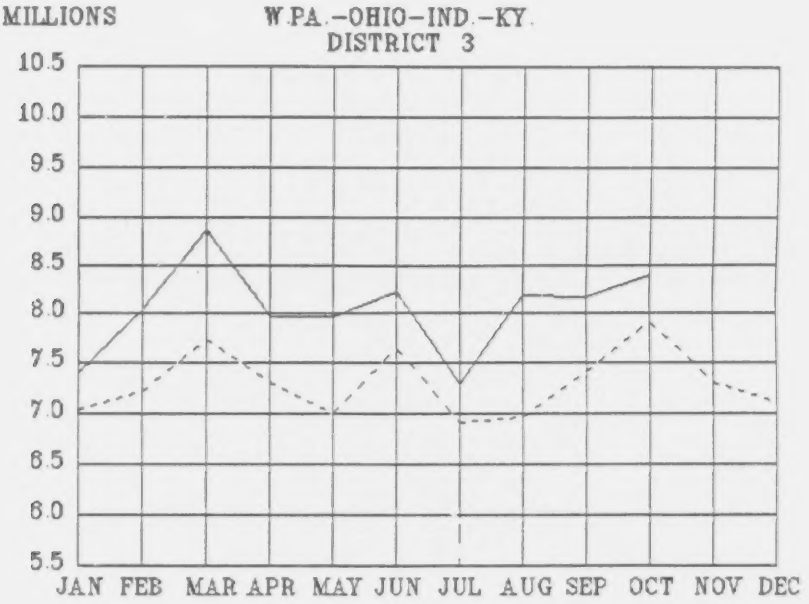
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.3	13.3	13.6	9.0	17.6	13.7	3.7	17.4	9.1	6.7		
% Change	Cumulative	8.3	10.8	11.8	11.1	12.4	12.6	11.4	12.1	11.7	11.2		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	3.2	2.6	-2.9	-3.3	3.9	-5.8	6.9	-8.7	-13.4		
% Change	Cumulative	0.4	1.8	2.1	0.8	0.0	0.7	-0.2	0.6	-0.5	- 2.0		



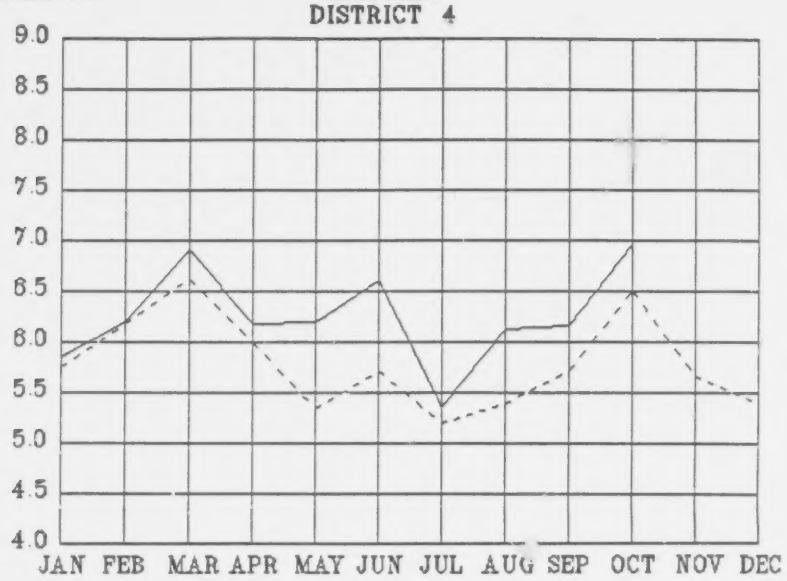
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.7	15.7	9.4	2.6	18.1	10.0	1.7	22.4	8.3	0.9		
% Change	Cumulative	13.7	14.7	12.7	10.0	11.6	11.3	10.0	11.4	11.0	9.9		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.2	11.4	14.7	8.9	13.7	7.5	5.5	17.2	10.0	6.1		
% Change	Cumulative	5.2	8.4	10.6	10.2	10.9	10.3	9.6	10.5	10.5	10.0		

MILLIONS

MICHIGAN
DISTRICT 4



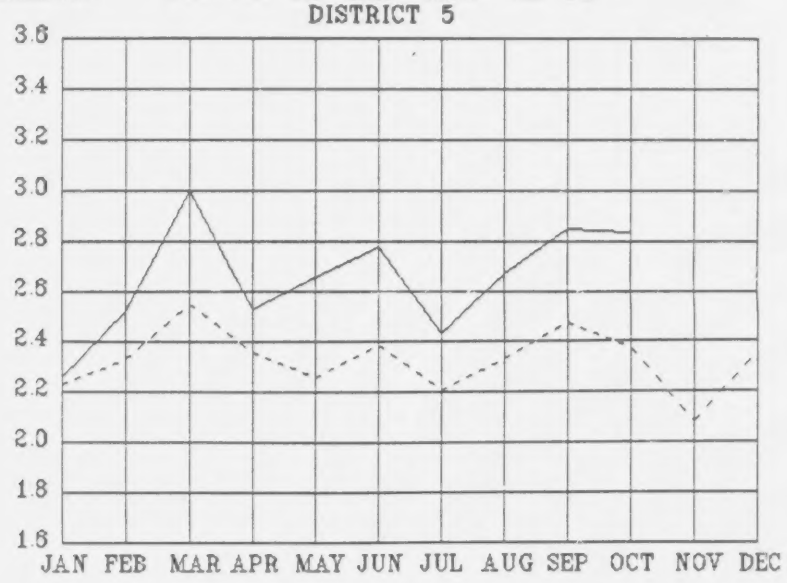
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.4	4.4	3.0	16.2	15.7	3.1	13.6	8.1	7.1		
% Change	Cumulative	1.6	1.0	2.2	2.4	4.9	6.6	6.2	7.0	7.1	7.1		

MILLIONS

N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



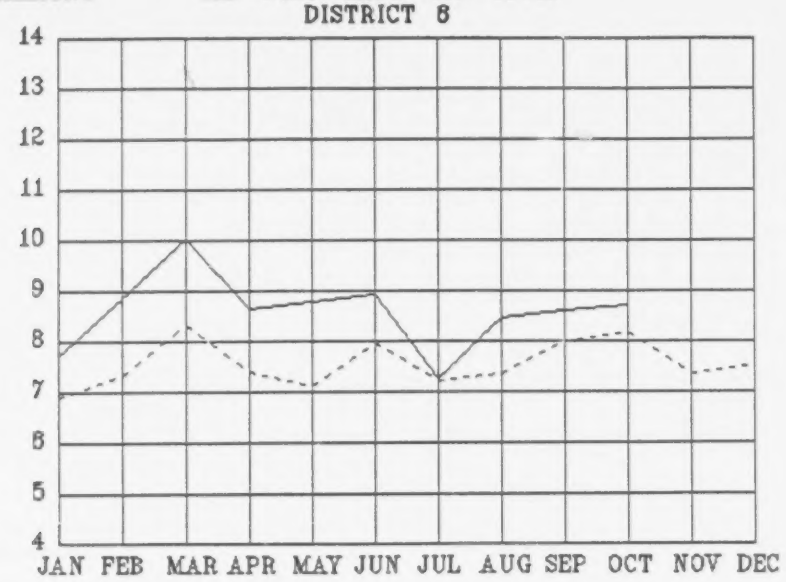
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5	10.3	14.7	15.3	19.5		
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6	11.4	11.9	12.3	13.0		

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



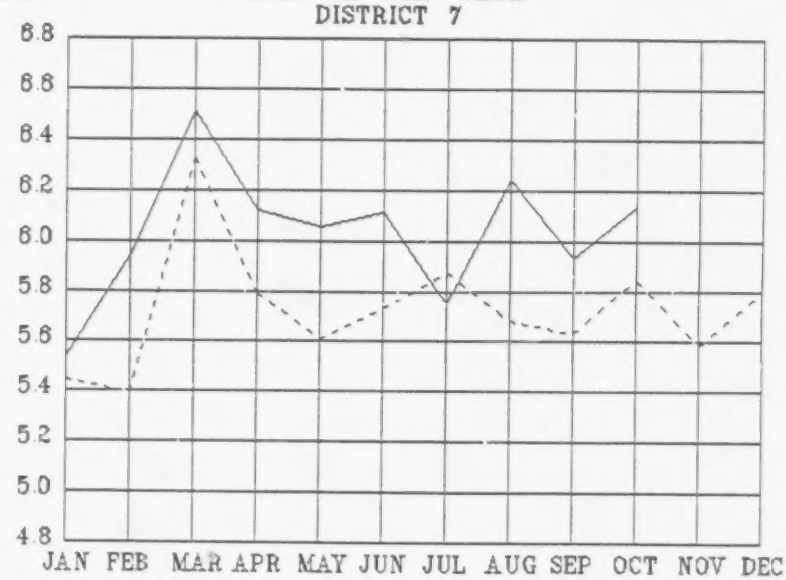
1987 - - - -

1988 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	12.1	0.5	15.4	7.7	6.3		
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	17.7	15.3	15.3	14.4	13.6		

MILLIONS

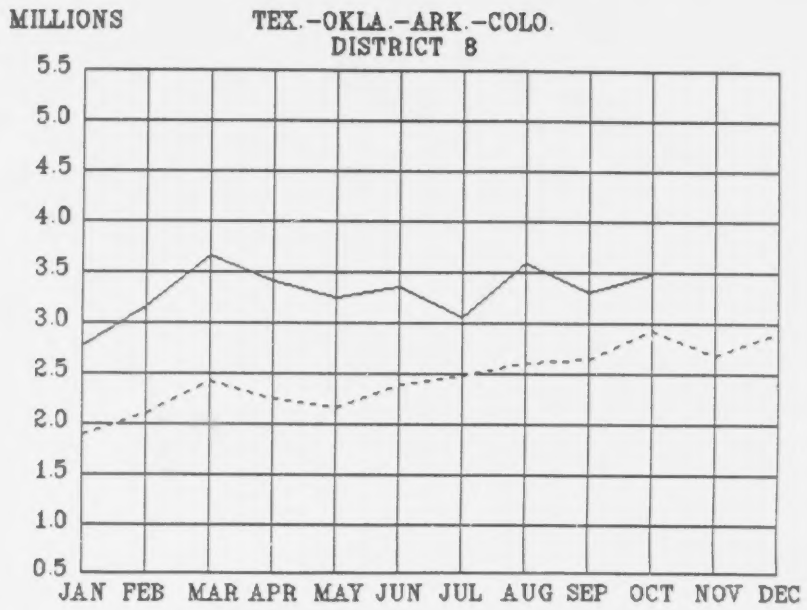
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



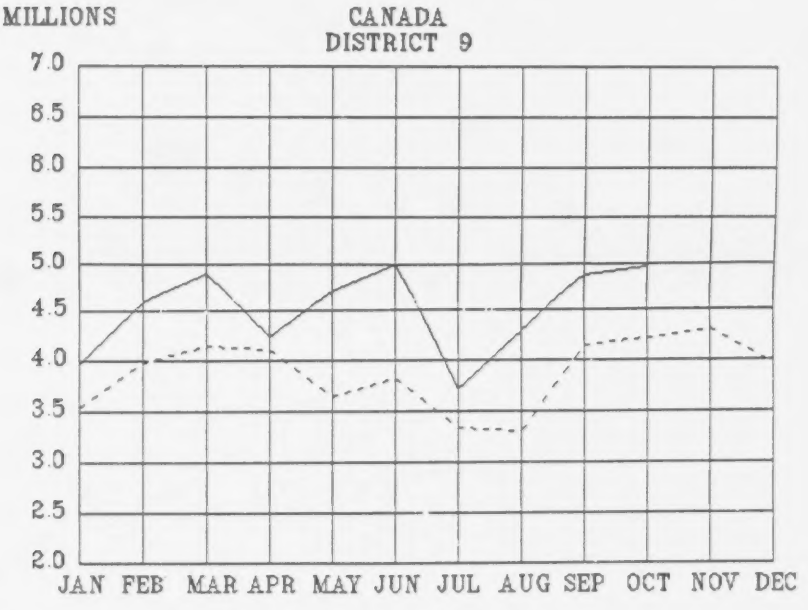
1987 - - - -

1988 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.6	8.0	6.7	-2.3	10.0	5.5	4.9		
% Change	Cumulative	1.8	6.0	4.9	5.1	5.6	5.8	4.6	5.3	5.3	5.3		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0	22.6	37.3	25.6	19.4		
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3	44.2	43.2	41.0	38.4		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	15.1	18.1	2.9	29.0	31.2	10.8	29.9	17.6	17.7		
% Change	Cumulative	12.2	13.8	15.3	12.1	15.3	17.9	17.0	18.4	18.3	18.2		